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Fiscal Recap and Upcoming Plans

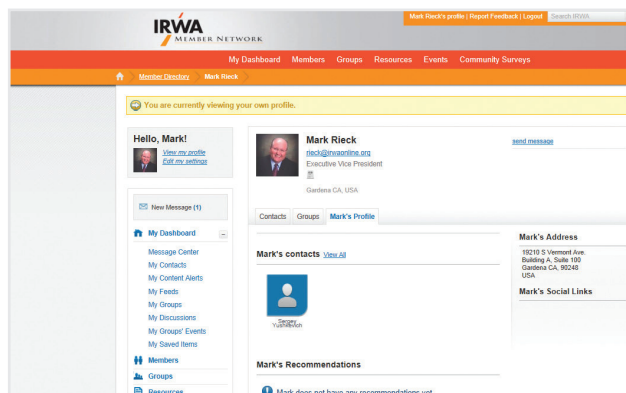
MARK RIECK, IRWA EXECUTIVE VICE PRESIDENT



As we launch into a new fiscal year, I am happy to report another solid performance for IRWA. From July 2011 to April 2012, membership income reached \$1.4 million with 9,147 members. During that same time period, we increased education income to \$1.3 million, and the number of IRWA classroom and online participants totaled 4,593 and 1,307, respectively. IRWA also welcomed professionals from South Africa as they formed the new SARWA Chapter 83.

The Association now has 2,852 certified and designated members – something we can all be proud of. We expect to complete the annual audit on schedule and on or near our budget projection once all the expenses from our successful 2012 Annual Education Conference are in. All in all, a tremendous year in continuing tumultuous times. Going forward, you can expect to see continued growth and innovation across all IRWA program areas as we work to keep members current, credentialed and connected like never before. Some highlights include the following:

Membership: The chapter incentive program we established generated a 38% increase in new members through the first three months of the 2012 campaign. Chapters who increase their membership by 5% in the upcoming year will receive up to three free 2013 memberships. We are also launching the IRWA Member Network that will make it easy for members to collaborate and communicate at the chapter, region and committee level for posting information, discussing issues and opportunities, all in your control.



The new IRWA Member Network makes it easy and convenient to connect.

Education: Nearly all the core IRWA qualifying education courses are now available online, making it convenient to attain the education you need on your own schedule. Our chapters will also benefit from \$120,000 in online-course honorariums allocated as part of the budget.

We are also developing our intermediate and classroom-only advanced education programming, based on the specialty certification survey that is currently underway. Look for more apps, too, starting with our Principles of Right of Way Textbook desk reference, available for your iPhone, iPad and Kindle.



This summer, a selected third-party partner will help IRWA facilitate onsite and multi-site classroom education from any location.

Certification: As we collect and analyze the data from our specialty certification survey, we will zero in on those certifications that have significant meaning and value in the marketplace, giving our certified members a strategic business advantage. The survey findings will also help guide the direction of a five-year education/certification development plan for the Association.

As you can see, we take our member value proposition of “Current, Credentialed, Connected” very seriously. We will continue to deliver against that promise again this fiscal year.